

Message Text

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PAGE 01 STATE 248342

64

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DRAFTED BY: BIC/CAGNE:DSTOW:BT

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CEARED BY GARDNER BROWN/NESA

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FM SECSTATE WASHDC

TO AMEMBASSY CAIRO

LIMITED OFFICIAL USE STATE 248342

E.O. 11652: N/A

TAGS: BEXP, EG

SUBJ: REQUEST FOR INFORMATION ON GOE POLICY CONCERNING
HOTEL CONTRACTS

1. COMMERCE HAS BEEN ASKED FOR ASSISTANCE BY RAMADA INNS
WHICH IS CURRENTLY NEGOTIATING SEVERAL DIFFERENT HOTEL
OPERATION CONTRACTS WITH THE EGYPTIAN PRIVATE SECTOR.

2. THE EGYPTIAN NEGOTIATORS CLAIM GOE POLICY COVERING
SUCH CONTRACTS PROHIBITS PAYMENT OF A PERCENT OF TOTAL
SALES TO THE OPERATOR, AND ONLY ALLOWS PAYMENT OF A
PERCENT OF THE GROSS OPERATING PROFIT.

3. WOULD APPRECIATE IT IF THE EMBASSY COULD VERIFY IF
THIS IS A HARD FAST RULE OR IF IT IS A NEGOTIATING PLOY
OF THE EGYPTIANS. KISSINGER

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Message Attributes

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